



REAL-TIME LOCATING SYSTEM

# Cloud-Based Asset Tracking



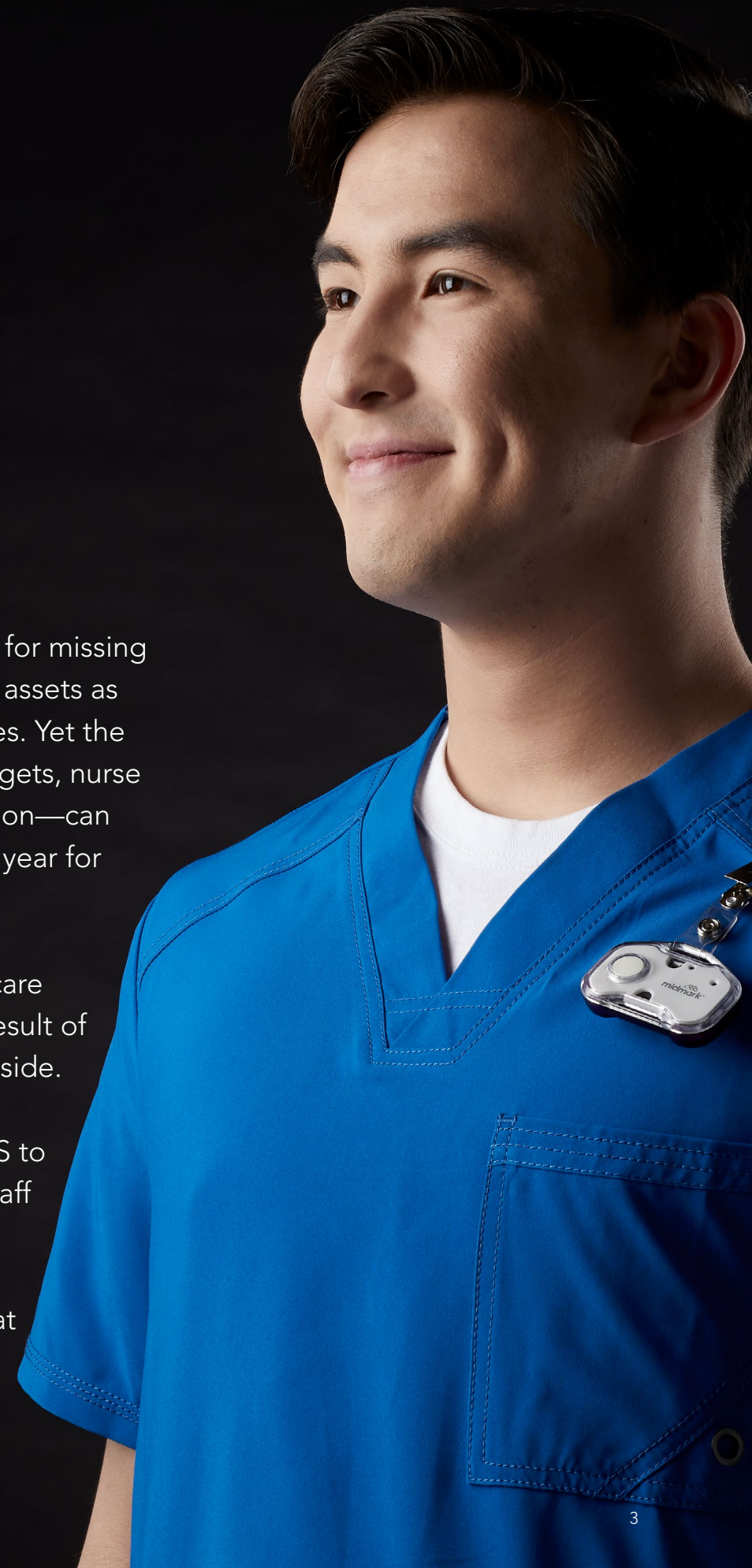
# Increase efficiency while improving patient care



Most hospitals accept searching for missing equipment and over-purchasing assets as frustrating yet necessary practices. Yet the broader impact—on annual budgets, nurse inefficiency and staff dissatisfaction—can add up to a staggering \$7M per year for the average 300-bed hospital.<sup>1</sup>

Even more concerning, patient care and satisfaction can suffer as a result of reduced nursing time at the bedside. That's why Midmark is using our decades of experience with RTLS to make it easier to support your staff with the latest technology.

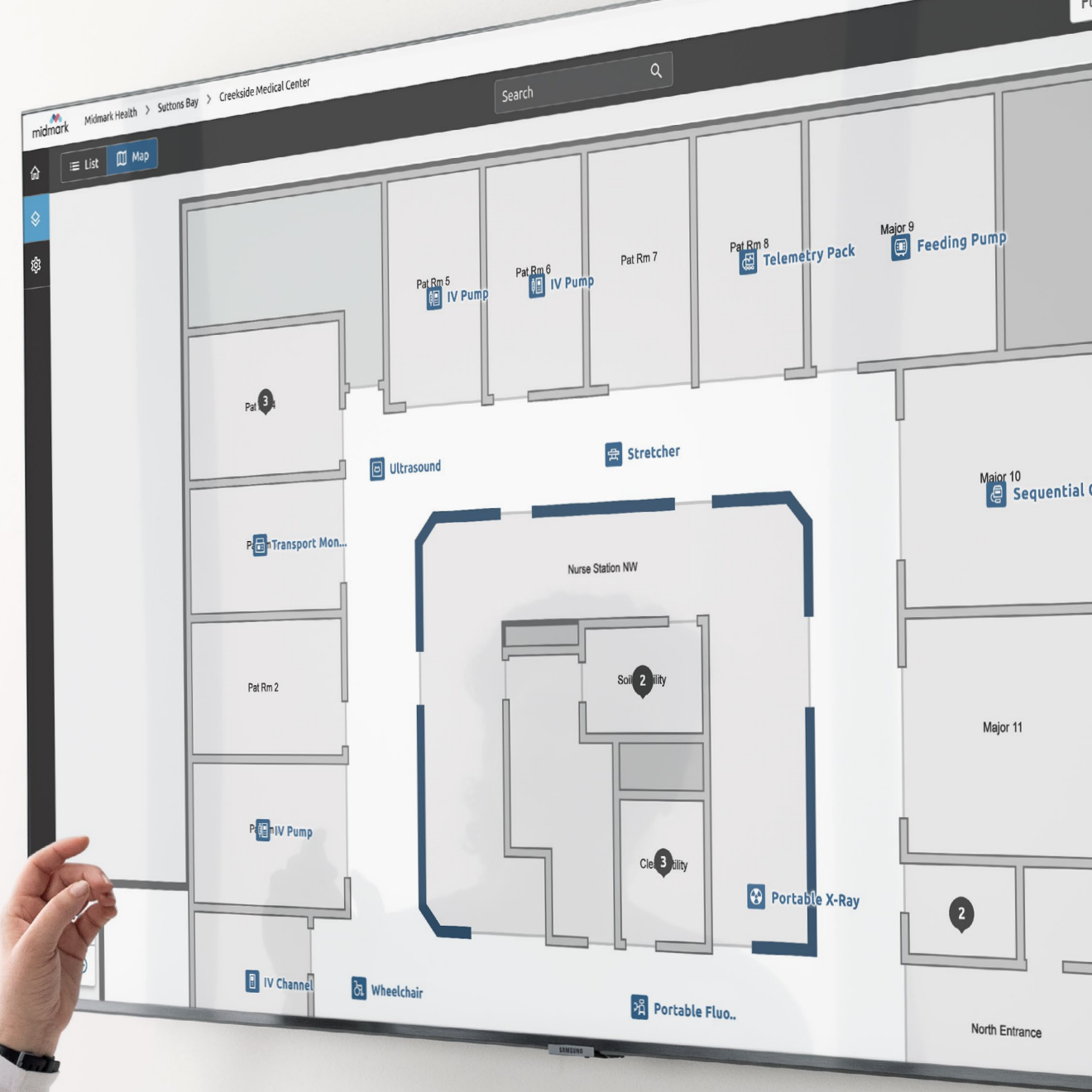
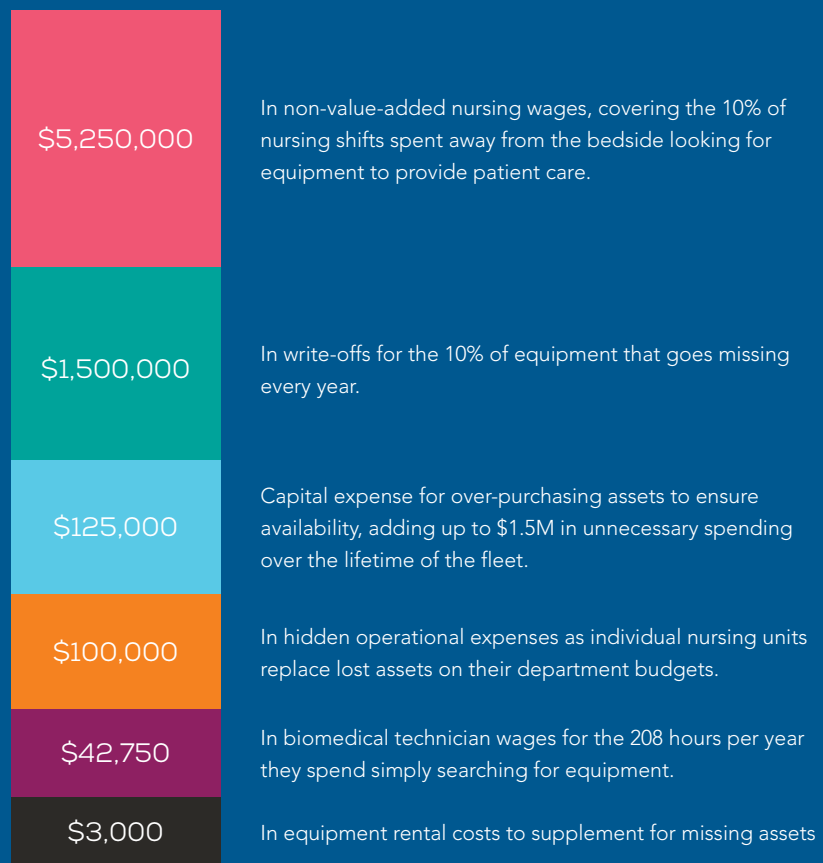
Because having the right asset, at the right time, leads to a better patient-caregiver experience.



# Understand the true costs of missing equipment.

To ensure patient care does not get disrupted, nurses tend to hide important equipment. Clinical leaders estimate that 30% of their equipment is hidden at any time, leading to perceived scarcity. At the same time, asset fleets are shrinking by 10% every year, as equipment is hidden so well it can't be found, transferred with patients to other hospitals, or simply stolen. This reality has wide-ranging impact on hospital finances, adding up to \$7M annually for an average 300-bed hospital.<sup>2</sup>

## \$7M Annually



## INCREASE EFFICIENCY + REDUCE SPENDING WITH BETTER VISIBILITY TO ASSET MOVEMENT

Midmark RTLS Cloud helps hospitals and health systems improve efficiency through real-time, accurate tracking of assets across locations.

- **Better visibility across the health system.** With insight into asset movement, both within the hospital and across facilities in your health network, you'll know when assets leave the facility or are transferred with a patient.
- **Increased fleet utilization.** See when and where assets move through your health network, enabling more effective utilization of your existing fleet.
- **Reduced expenditures.** Both capital and operational spending are lowered when you no longer need to purchase more (or re-purchase) assets just to ensure availability.

# What is missing medical equipment costing your patients?

While over-purchasing and lost assets have direct impact on costs, the biggest impact can be on your staff and patients. When nurses spend time away from the bedside and needed equipment isn't available, the timeliness of patient care can suffer. Missing equipment can delay discharges and even divert care to other hospitals.

## 156,000 hours

### TIME LOST WITH PATIENTS

Nurses spend a reported 10% of their time looking for equipment. For a 300-bed hospital, that adds up to 156,000 hours a year spent away from the bedside—more than \$5M in wages for non-value-added time. In addition, biomedical technicians spend an estimated 208 hours annually hunting down equipment that's due for preventive maintenance—a frustrating exercise.<sup>2</sup>

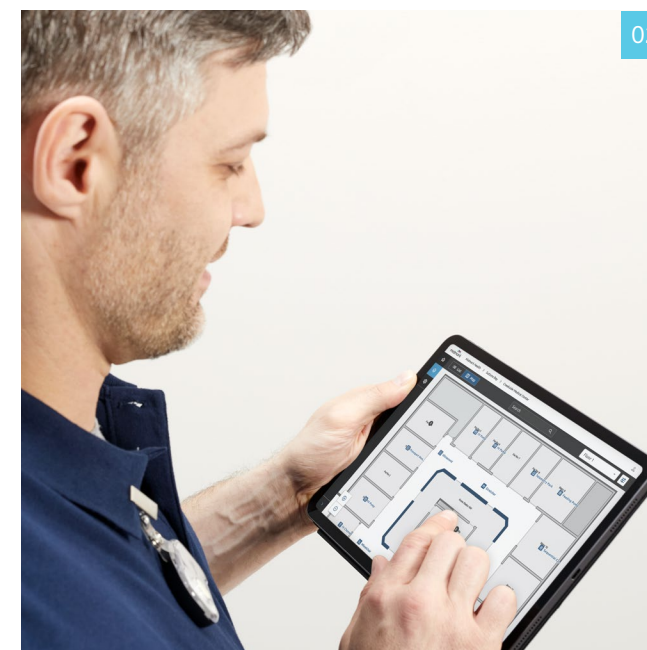
## Stress ↑ Satisfaction ↓

### PATIENT + STAFF DISSATISFACTION

According to Gallup, not having the materials and equipment to do one's job is the strongest indicator of job stress.<sup>3</sup> Patient satisfaction scores, too, can suffer if nurses are looking for equipment rather than spending time with patients.

# Enable your staff to improve patient care with better asset visibility

Thanks to accuracy you can trust, your staff can find the right equipment without delaying or diverting patient care, using software designed to be intuitive for nurses and biomedical teams alike.



### 01 IMPROVED NURSING SATISFACTION

Nurses can easily locate everything from telemetry packs to IV pumps. Time that was spent walking the halls in search of equipment is now redirected to value-added patient care activities.

### 02 ENHANCED WORKFLOW FOR PREVENTIVE MAINTENANCE

With features designed for preventive maintenance routines, biomedical teams benefit from a more organized, informed approach to their daily work.

### 03 BETTER PATIENT CARE

When properly maintained equipment is easily found, nurses spend more time at the bedside and less time searching. With increased focus on caregiving, patient satisfaction scores can improve by as much as 15 points.<sup>4</sup>

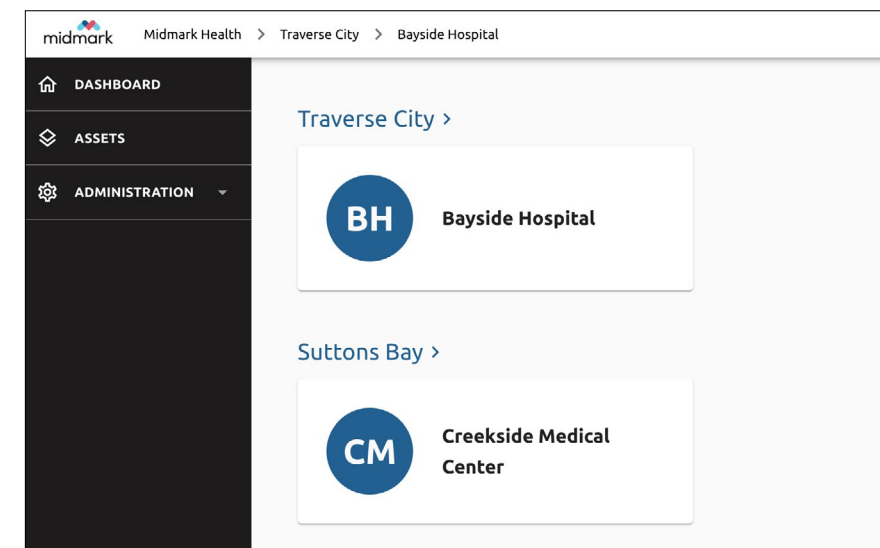
# Asset tracking: now with cloud benefits

Asset tracking has never been easier—or more powerful—thanks to automatic software updates, a reduced server footprint and enterprise-level scalability.

## RAPIDLY DEPLOY RTLS WITH EASY-TO-INSTALL HARDWARE + SOFTWARE

Rapidly deploying Midmark RTLS Cloud Asset Tracking in new or existing facilities isn't a time-consuming, resource-intensive project. Armed with just a smart phone, certified installers can deploy Plug-In Bluetooth® Low Energy (BLE) Sensors in a matter of days.

Software is implemented without commissioning a new server from IT. Our experienced project teams work closely with your local systems integrator, who provides ongoing local sales and service.



## EASILY SCALE RTLS ACROSS YOUR HEALTH SYSTEM

Benefit from the efficiency and scalability of one login that reveals both real-time and historical asset location data across multiple facilities, all from a single web-based application.

## REDUCE THE IT BURDEN ON YOUR LOCAL NETWORK

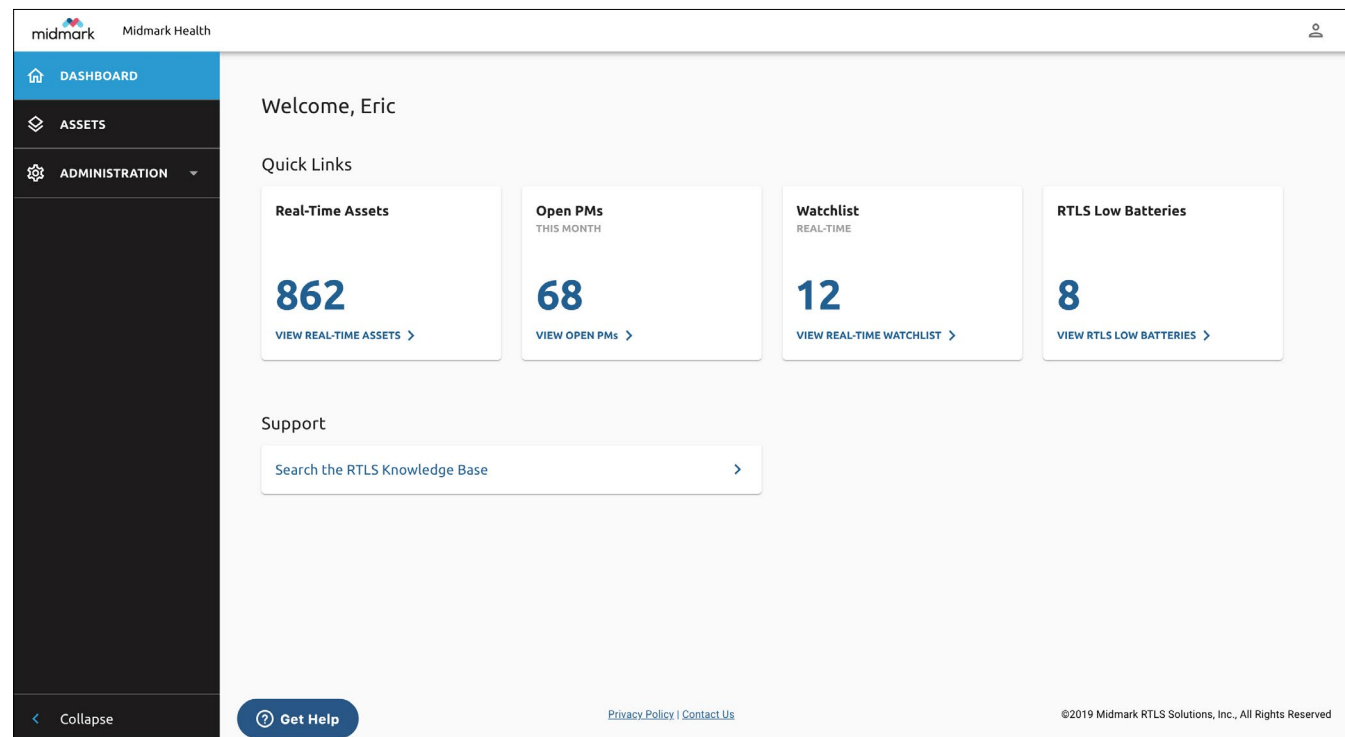
Get all the benefits of RTLS Asset Tracking with minimal (or no) on-premises server requirements. Midmark deploys, maintains and secures cloud-based RTLS software and servers, freeing your IT team from server maintenance and software updates. Your staff will always have the latest features with regular updates and enhancements pushed from the cloud.

## PROTECTING YOUR DATA IN THE CLOUD

The Midmark RTLS Cloud platform incorporates industry best-practice and regulatory compliance controls to secure customer data, including regular security assessments from third parties. Encryption measures ensure data confidentiality and anonymization in both storage and transmission.

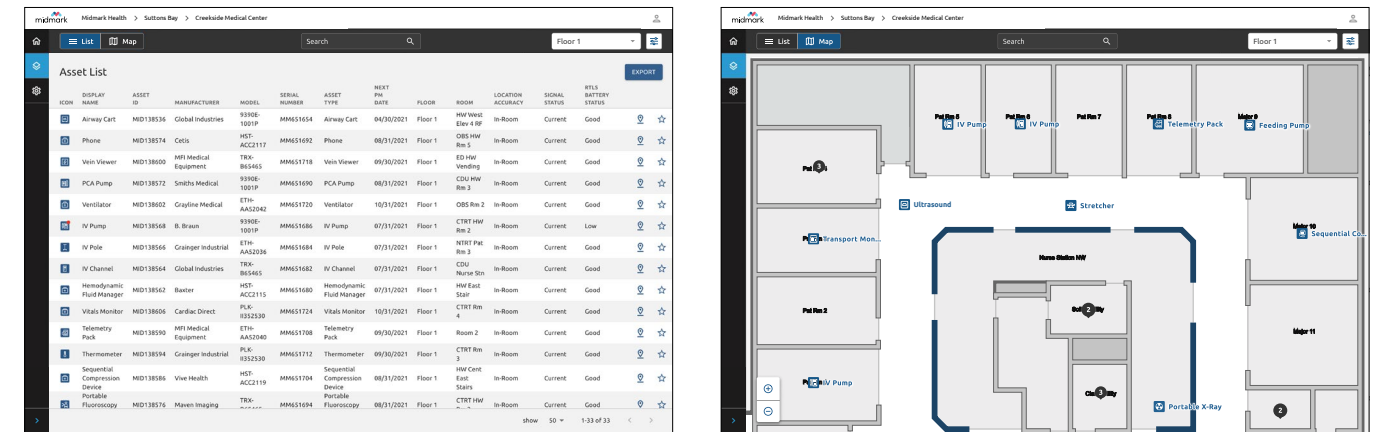
# See what's important right now

From preventive maintenance to low-battery alerts, your asset tracking dashboard provides an overview of the facility, helping you prioritize the needs of both your RTLS and your asset fleet.



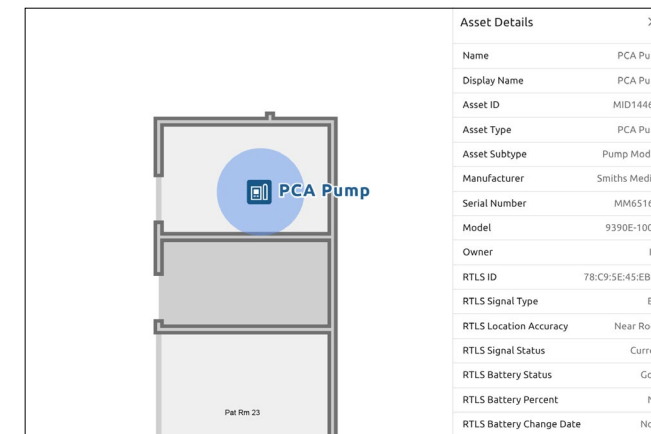
## EASILY SEARCH + FILTER EVERY ASSET VIA LIST + MAP VIEWS

Quickly filter your list of tagged assets to see what matters most in the moment. Seamlessly navigate to a map of your facility to view a single asset or get a bird's-eye view of the entire floor.



## TRANSPARENT, TRUSTWORTHY LOCATION INFORMATION

Whether you use our highly accurate infrared (IR) sensors, our new easy-to-install BLE sensors or your facility's Wi-Fi network for zone-level location, Midmark RTLS Cloud provides a visual indication of location accuracy.



## COMPANION TO YOUR CMMS

Seamlessly keep asset data in sync through bi-directional data sharing between Midmark RTLS Cloud and leading CMMS applications. See live asset locations in your CMMS—no need to switch between apps.

## MADE WITH BIOMEDS IN MIND

Midmark understands how flexible biomedical technicians need to be, day after day. Need to PM an asset, but it's in use? Flag it on your personal watchlist, so you know where it is when you're ready to come back to it.

ICON	DISPLAY NAME	ASSET ID	MANUFACTURER	MODEL	SERIAL NUMBER	ASSET TYPE	NEXT PM DATE	FLOOR	ROOM
[Icon]	Airway Cart	MID138536	Global Industries	9390E-1001P	MM651654	Airway Cart	04/30/2021	Floor 1	Room 16
[Icon]	Airway Cart	MID138537	Global Industries	9390E-1001P	MM651655	Airway Cart	04/30/2021	Floor 2	Hall 30
[Icon]	Bladder Scanner	MID138541	MFI Medical Equipment	TRX-B65465	MM651659	Bladder Scanner	04/30/2021	Floor 2	Hall 8
[Icon]	Bladder Scanner	MID138540	MFI Medical Equipment	TRX-B65465	MM651658	Bladder Scanner	04/30/2021	Floor 1	S IMG HW 2
[Icon]	IV Channel	MID138565	Global Industries	TRX-B65465	MM651683	IV Channel	07/31/2021	Floor 2	Hall 42
[Icon]	IV Channel	MID138564	Global Industries	TRX-B65465	MM651682	IV Channel	07/31/2021	Floor 1	CDU Nurse Stn
[Icon]	IV Pole	MID138567	Grainger Industrial	ETH-AA52037	MM651685	IV Pole	07/31/2021	Floor 2	Hall 45
[Icon]	IV Pole	MID138566	Grainger Industrial	ETH-AA52036	MM651684	IV Pole	07/31/2021	Floor 1	NTRT Pat Rm 4
[Icon]	IV Pump	MID138568	B. Braun	9390E-1001P	MM651686	IV Pump	07/31/2021	Floor 1	CTRT HW Hold 1
[Icon]	PCA Pump	MID138573	Smiths Medical	9390E-1001P	MM651691	PCA Pump	08/31/2021	Floor 2	Hall 9
[Icon]	PCA Pump	MID138572	Smiths Medical	9390E-1001P	MM651690	PCA Pump	08/31/2021	Floor 1	OBS Nurse Stn

## DATA AT YOUR FINGERTIPS

Understand how equipment moves across your facility with historical data on asset location.

# Simple, near-instant installation

## Rapid RTLS deployment, no remodel needed

Installation of our Plug-In BLE Sensors couldn't be easier. Armed with just a cell phone, our team or your local system integrator can deploy the system in a matter of days. With each sensor taking just six minutes to deploy, disruption to patient care is minimal. It's really that simple.

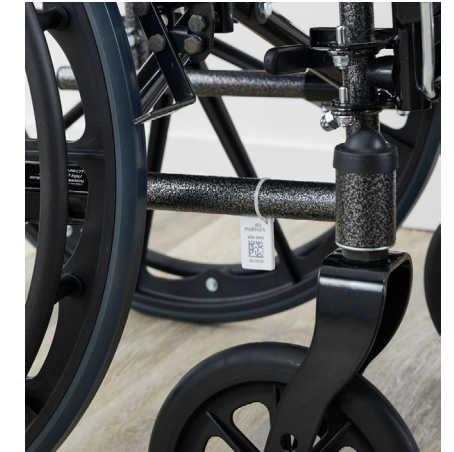
### PLUG IN, CONFIGURE + TRACK: NEXT-GEN BLE SENSORS

The new Plug-In BLE Sensors receive signals from BLE Asset Tags and transmit data wirelessly and securely to Midmark RTLS Cloud with very little load on your facility's Wi-Fi network. Available both with or without a passthrough outlet. The included Sensor Retainer protects against bumps, shocks and accidental removal.

- Size: 1.50"H x 2.72"W x 1.65"D
- Weight: 3.2 oz
- Housing: Durable white ABS case
- Wi-Fi Protocol: 802.11 b/g/n
- Frequency Band: 2.4 GHz
- Bandwidth Usage: 1-2 Kbps
- BLE v5.0 protocol compliant
- Achieves near room-level accuracy (within three meters)



# BLE Asset Tags to track a wide range of equipment



### MICRO BLE ASSET TAG

Up to one year of battery life

The smallest asset tag available from Midmark RTLS, the Micro enables you to track easily lost, small equipment, such as telemetry packs and glucometers.

- Size: 1.45"H x 0.95"W x 0.21"D
- Weight: 0.22 oz with battery
- BLE v5.2 protocol compliant
- Battery: CR2032 3.0 V lithium coin cell battery, included; activated with pull-tab



### BLE ASSET TAG

Up to three years of battery life

Our small-footprint BLE Asset Tag provides long battery life in a compact size for most assets in your fleet.

- Size: 1.40"H x 1.65"W x 0.68"D
- Weight: 1.0 oz with battery
- Ingress Protection: IP67 dust and moisture resistance
- BLE v5.2 protocol compliant
- Battery: CR2477 3.0 V lithium coin cell battery, sold separately



### BLE/IR ASSET TAG

Up to one year of battery life

The BLE/IR Asset Tag communicates location using both BLE and IR signals, allowing you to leverage the precision of IR where our Wired Sensory Network is installed while supplementing with BLE.

- Size: 1.40"H x 1.65"W x 0.68"D
- Weight: 1.0 oz with battery
- Ingress Protection: IP67 dust and moisture resistance
- IR Wavelength: 875 nm, 455 kHz
- BLE v5.2 protocol compliant
- Battery: CR2477 3.0 V lithium coin cell battery, sold separately

# Plus, additional Wired + Wi-Fi options

Mix-and-match locating technologies to suit your needs

PLATFORM	Wired Sensory Network	BLE Sensory Network	Wi-Fi Locating
LOCATION METHOD	IR/RF	Bluetooth	Wi-Fi Cisco® DNA SPACES
GRANULARITY	 Room/Bed/Chair Level	 Near Room-Level (<3 meters)	 Zone-Level (5-15 meters)
POWER SOURCE	 Low Voltage Wiring	 AC	 AC/PoE

## BLE, WIRED, OR WI-FI: FLEXIBLE LOCATING OPTIONS

Leverage the precision of the Midmark RTLS IR/RF Wired Sensory Network or the general locating abilities of your Cisco® Wi-Fi network. Mix BLE with IR/RF or mix IR/RF with Wi-Fi for multiple locating options.



## WIRED SENSORY NETWORK

Used in conjunction with BLE or alone, achieve room-, bed-, and chair-level precision with our IR sensors for nurse call automation and other RTLS workflow solutions.

- Sensor size: 2.75"H x 2.75"W x 1"D
- Low cost sensor that offers highest location precision
- Our most widely deployed high frequency sensor (in its fifth generation)
- Easily achieves room-, bed- and chair-level accuracy



## WI-FI LOCATING

Combine wired sensors with your Cisco Wi-Fi network for economical, scalable zone-level locating.

- Wi-Fi Asset Tag emits both Cisco CCX and infrared locating signals
- Cisco DNA Spaces Extend license required
- Cisco environment must be calibrated for Locating Services
- Achieves general location accuracy (zone-level)

# A simple and powerful design for reliable locating

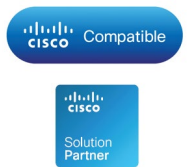
Finding equipment for patient care has never been easier than with our line of IR asset tags, all powered by RTLS.



## LEVERAGE WI-FI FOR ZONE-LEVEL LOCATING WITH OUR WI-FI ASSET TAG.

The Wi-Fi Asset Tag combines IR and Wi-Fi RTLS for hospital-wide visibility, plus precision where you need it.

- Size: 1.40"H x 1.65"W x 0.68"D
- Weight: 1.0 oz with battery
- Ingress Protection: IP67 dust and moisture resistance
- Battery: CR2477 lithium coin cell, sold separately
- Wi-Fi Protocol: 802.11b/g
- Frequency Band: 2.4GHz
- Battery Life: Up to 18 months



## PRECISE LOCATING IN TWO DISTINCT SIZES.

The Asset Tag and Mini Asset Tag offer reliable IR RTLS technology for room-level (or better) accuracy.



## ASSET TAG

- Size: 1.38"H x 2.38"W x 0.52"D
- Weight: 0.9 oz with battery
- Ingress Protection: IP53 water/dust sealed
- RF Frequency: 433 MHz; IR Wavelength: 875 nm, 455 kHz
- Battery: CR2477 lithium coin cell, sold separately
- Battery Life: Up to 2 years depending on time in motion



## MINI ASSET TAG

- Size: 1.22"H x 1.76"W x 0.72"D
- Weight: 0.8 oz with battery
- Ingress Protection: IPX6 moisture resistance
- RF Frequency: 433 MHz; IR Wavelength: 875 nm, 455 kHz
- Battery: CR2477 lithium coin cell, sold separately
- Battery Life: Up to 2 years depending on time in motion



# One Platform, Many Uses

Benefit from asset tracking now + additional features in the future

Midmark RTLS Cloud helps modernize your asset tracking capabilities—and that's only the beginning. Our decades of experience with RTLS in healthcare provide a strong foundation, enabling us to continue building on the latest technology. Contact your Midmark RTLS representative to learn more.

- Nurse Call Automation with IR/RF
- Staff Locating
- Staff Duress
- Contact Tracing
- Hand Hygiene Monitoring
- Temperature Monitoring
- PAR Level Asset Management
- Smart IV Pump Interface
- Patient Locating
- Patient Flow Optimization

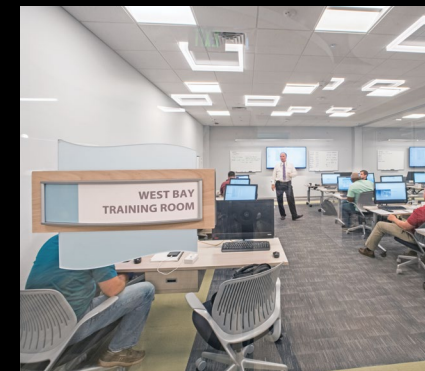


## What you get with Midmark



### PMP-CERTIFIED, EXPERT PROJECT MANAGEMENT TEAM

Our highly knowledgeable and experienced implementation team of certified Project Management professionals uses a documented and proven methodology for deploying Midmark RTLS in the clinical environment. We'll work with you every step of the way to ensure a successful implementation that exceeds your goals.



### COMPREHENSIVE EDUCATION

An experienced clinical educator will conduct training on best practices for tagging assets and effectively using the software. We also provide training at our Education Center in Michigan that will enable your team to support end users and maintain a robust asset tracking system.



### CUSTOMER SUCCESS MANAGEMENT

We focus on helping health systems adopt and incorporate RTLS. We go beyond tech and help you identify and establish peer connections, manage staff perceptions and smooth the incorporation of this workflow-supporting technology into your organization. Through ongoing support, technical expertise and a dedication to customer success, we've developed a method to help health systems like yours truly achieve the most benefit from RTLS.

## SOURCES

- 1 Midmark RTLS customer interviews
- 2 Ladd Insight Report: Voice of the Clinical Leader Regarding RTLS. February 2021
- 3 <https://www.gallup.com/access/323333/q12-employee-engagement-survey.aspx>
- 4 Inspiring Innovation: Patient Report of Hourly Rounding, Institute for Innovation, 2014



Designing better care.®

Midmark RTLS is an ISO 9001 Certified Company.

For more information or a demonstration, contact 1.800.MIDMARK, or call Midmark RTLS directly at 1.877.983.7787. Visit our website at [midmark.com](http://midmark.com).

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